

<i>Title:</i>	NEW ADB BUSINESS OPPORTUNITIES, PROPOSED LOAN PROJECTS, SEPTEMBER 2006
<i>Subject Country(ies)</i>	Bangladesh, Pakistan and Vietnam
<i>Post of Origin</i>	Asian Development Bank (ADB)
<i>Series</i>	International Market Insights (IMI)
<i>Date of Report (YYMMDD)</i>	060816
<i>Deletion Date (YYMMDD)</i>	061116
<i>Author</i>	Lut V. Calupaz
<i>Approving Officer</i>	Kenneth Reidbord
<i>Officer's Title</i>	Senior Commercial Officer
<i>No. of Pages</i>	7

INTERNATIONAL COPYRIGHT, U.S. & FOREIGN COMMERCIAL SERVICE AND U.S. DEPARTMENT OF STATE, 2006. ALL RIGHTS RESERVED OUTSIDE OF THE UNITED STATES.

1. This report alerts U.S. firms to **US\$ 1,285 million** in new, potential procurement of goods and services in Bangladesh, Pakistan and Vietnam. These opportunities are examples of the many procurements financed by Asian Development Bank (ADB) loans to 38 ADB developing member countries. For 2005, U.S. contractors and equipment suppliers succeeded in winning US\$ 202.623 million in such national procurements as well as another US\$ 46.26 million in consulting services financed by ADB loans, and technical assistance grants.

2. This is an early report to notify prospective U.S. exporters of subsequent formal consideration of development projects by the ADB Board of Directors. Generally, tender documents are issued 12-24 months after loan approval. Interested prospective U.S. contractors and equipment suppliers should contact the persons listed below to position themselves for the upcoming opportunities. U.S. consultants should contact the persons listed below and submit an Expression of Interest (EOI) to the national executing agency to market their firms' expertise and experience on similar past projects and eventually receive notices of upcoming tenders.

3. U.S. consultants must also register with the ADB DACON (Data on Consulting Firms) system. DACON registration should be completed on-line at <http://www.adb.org/consulting/dacon>. For loan projects, primary responsibility for

hiring consultants rests with the executing agency in the borrowing country. A good way to facilitate contact with the executing agency is by working with the appropriate U.S. Embassy Officer contact identified at the end of each project summary, i.e., “In-Country US Embassy Commercial Officer”.

4. Firms may also send a notification copy of their EOIs to the U.S. Commercial Service Liaison Office to the ADB, Attention: Kenneth Reidbord, Senior Commercial Officer, PSC 500 Box 33, FPO AP 96515-1000, or to the same office at its international mailing address: 25th Floor Ayala Life-FGU Center, 6811 Ayala Avenue, Makati City, Metro Manila, Philippines 1226; Phone: (63-2) 887-1345; Fax: (63-2) 887-1164; E-mail: manila.adb.office.box@mail.doc.gov. Information about these projects are likewise available at our website at <http://www.buyusa.gov/adb>. This office works closely with the Office of the U.S. Executive Director to the ADB to increase American awareness of, and participation in, the ADB's activities.

5. The projects listed in this report are now being actively processed by the ADB. For more information on these projects, the name of the ADB project officer is indicated in the project brief. The U.S Commercial Service Liaison Office to the ADB is ready to provide assistance to U.S. firms upon request.

6. The following loan projects are reprinted with permission from the Asian Development Bank, from the ADB website at <http://www.adb.org> and appeared for the first time in August 2006. For more information on development in Asia and the Pacific, see <<http://www.adb.org>>.

LOAN PROJECTS, SEPTEMBER 2006

A. BANGLADESH

Project Name	:	Sustainable Power Sector Development Program
Project No.	:	BAN 36107-01
Executing Agency	:	Ministry of Power, Energy and Mineral Resources Fax No.: (880-2) 9564765 Address: WAPDA Bhabar Motijhed C/A, Dhaka 1000, Bangladesh
Loan Amount	:	465.00 (US\$ Million)
Sector/Subsector	:	Energy /Energy Sector Development

Objectives and Scope

Building on the first power sector development program approved in 2003, the policy loan aims to provide further support and incentives to the Government for power sector reform activities through financial stabilization of sector entities and their improved governance. The investment loan will be linked to the ongoing power sector reforms and will expand power supply capacity, enhance transmission network reliability, and

improved quality of supply in Dhaka and surrounding areas. The entire exercise of the Sustainable Power Sector Development Program is to support economic growth of the country and gradually relieve the Government of financially supporting the power sector.

Procurement

Goods

Good and services financed by ADB will be procured following ADB's Guidelines for Procurement. For such procurement, bid specifications will be prepared so as to ensure maximum competition under international competitive bidding.

Services

Consultants will be recruited in accordance with ADB's Guidelines on the Use of Consultants, and other arrangements satisfactory to ADB for the engagement of consultants.

Environmental Category: B

Project Processing Stage

Appraisal Completed: 3 August 2006

Project Officer : **Pil-Bae Song (632-6947)**
Energy Division, SARD
psong@adb.org

In-country U.S. Embassy Commercial Officer:

U.S. Embassy
Madani Avenue, Baridhara
Dhaka 1212, Bangladesh
Tel.: (880) 885-5500
Fax: (880) 882-3744
David Renz, Economic/Commercial Chief
Email: RenzDX@state.gov

B. PAKISTAN

B.1. Project Name : Lower Bari Doab Canal Improvement Project
(Subproject 1)
Project No. : PAK 37231-02

Executing Agency : Irrigation and Power Department, Punjab
Contact: Mr. Arif Nadeem, Secretary
Fax No.: +92 42 421 2112
Email: mdpida@cyber.net.pk
Tel. No.: +92 42 421 2117

Loan Amount : 200.00 (US\$ Million)

Sector/Subsector : Agriculture & Natural Resources /Irrigation & Drainage

Objectives and Scope

The project seeks to promote economic growth, increase farm incomes and improve resource sustainability through enhanced productivity of irrigated agriculture and improved management of Punjab's water resources. Project components include (i) rehabilitation and upgrading of Balloki Barrage including the Lower Bari Daub Canal (LBDC) and BS Link Canal head regulators; (ii) rehabilitation and upgrading of the LBDC main canal and appurtenant structures as well as branch, distributary and minor canals comprising the LBDC distribution system; (iii) intensified and rationalized systematic groundwater monitoring and strengthened groundwater resource management in the LBDC command; (iv) improved on-farm water management practice and agriculture support; and (v) institutional reform and strengthening to ensure improved operation and management of the LBDC system.

Procurement

Goods To be determined.

Services ADB has approved Advance Procurement Action for consulting services in 3 packages under this loan: (i) Design and Construction Supervision – Rehabilitation of Balloki Barrage (ii) Design and Construction Supervision – Rehabilitation of LBDC, and (iii) Project Management Unit Support. Details are in a separate report.

Environmental Category: To be determined.

Project Processing Stage

Fact-Finding Mission Completed : 4 August 2006

Project Officer

Thomas Robert Panella (632-6277)
Agriculture, Environment, and Natural Resources Div, CWRD
tpanella@adb.org

B. 2 Project Name: MFF-Punjab Irrigated Agriculture Sector Development
Project No. : PAK 37231-01
Executing Agency : Irrigation and Power Department, Punjab

Contact: Mr. Arif Nadeem, Secretary

Fax No.: +92 42 421 2112

Email: mdpida@cyber.net.pk

Tel. No.: +92 42 421 2117

Loan Amount : 600.00 (US\$ Million)
Sector/Subsector : Agriculture & Natural Resources /Irrigation & Drainage

Objectives and Scope

The project seeks to promote economic growth, increase farm incomes and improve resource sustainability through enhanced productivity of irrigated agriculture and improved management of Punjab's water resources. Project components include (i) rehabilitation and upgrading of Balloki Barrage including the Lower Bari Daub Canal (LBDC) and BS Link Canal head regulators; (ii) rehabilitation and upgrading of the LBDC main canal and appurtenant structures as well as branch, distributary and minor canals comprising the LBDC distribution system; (iii) intensified and rationalized systematic groundwater monitoring and strengthened groundwater resource management in the LBDC command; (iv) improved on-farm water management practice and agriculture support; and (v) institutional reform and strengthening to ensure improved operation and management of the LBDC system.

Procurement

Goods To be determined

Services To be determined

Environmental Category: B

Project Processing Stage

Fact-Finding Mission Completed : 4 August 2006

Project Officer

Thomas Robert Panella (632-6277)

Agriculture, Environment, and Natural Resources Div, CWRD

tpanella@adb.org

In-country U.S. Embassy

Commercial Officer:

U.S. Commercial Service

American Center, 60, Jinnah Avenue

Blue Area, Islamabad, Pakistan

Tel.: (92-51)2080-2530

Fax: (92-51) 2823-981

Megan Selmon, State Dept/Commercial Officer
E-mail: Tariq.Sayeed@mail.doc.gov

U.S. Commercial Service
U.S. Consulate General
8, Abdullah Haroon Road
Karachi 75530, Pakistan
Tel.: (92-21) 568-5170/565-3274/5
Fax: (92-21) 568-1749
Malik Attiq, Commercial Specialist
E-mail: Malik.Attiq@mail.doc.gov

U.S. Commercial Service
U.S. Consulate General
50 Shahrah-E-Bin Badees
Lahore, Pakistan
Tel.: (92-42) 636-5530; 630-6213
Fax: (92-42) 636-8901
Aftab Qamar, Commercial Specialist
E-mail: Aftab.Qamar@mail.doc.gov

C. VIETNAM

Project Name : **SME Sector Development Program Loan
- Subprogram II**
Project No. : VIE 38335-01
Executing Agency : Ministry of Planning and Investment
Loan Amount : 20.0 (US\$ Million)
Sector : Industry & Trade /Small & Medium Scale Enterprises

Objectives and Scope

The objective of the SDPL is to support the Government's efforts to create a business environment that is conducive to economic growth and employment generation. To achieve this objective, the SDPL focuses on the following: (i) enhancing the policy and regulatory framework, which includes improving the business registration and licensing systems, establishing the Government's institutional framework for SME development, and promoting closer public-private sector partnership and providing systems that make information on government regulations on enterprises easily accessible to the public; (ii) improving SMEs' access to resources (finance and land use rights), which includes implementing an SME accounting system, expanding the types of leasing products and diversifying their funding source, and establishing legal basis for issuance of land-use rights certificates, and (iii) facilitating SMEs' access to international markets (industrial/technical standards), which includes completing the legal framework on industrial and technical standards, undertaking institutional reforms of certification

bodies and ensuring SME representation in setting standards, and making information on standards readily available to the public.

Procurement

Goods None
Services No consulting services required.

Environmental Category: To be determined.

Project Processing Stage

Fact-Finding Mission Completed: 28 July 2006

Project Officer:

Jin W. Cyhn (632-6341)
Governance, Finance, and Trade Division, SERD
jcyhn@adb.org

**In-country U.S. Embassy
Commercial Officer:**

U.S. Commercial Service
3/F, Rose Garden Tower
6 Ngoc Khanh,
Hanoi, Vietnam
Tel.: (84-4) 831-4650 ext. 116
Fax: (84-4) 831-4540
Miguel Pardo de Zela, Senior Commercial Officer
Email: Miguel.PardodeZela@mail.doc.gov

U.S. Commercial Service
9/F, Saigon Center
65 Le Loi Blvd., District 1
Ho Chi Minh City, Vietnam
Tel.: (84-8) 825-0490
Fax: (84-8) 825-0491
Robert Bannerman, Principal Commercial Officer
E-mail: Robert.Bannerman@mail.doc.gov